30 MARKETING IDEAS IN 60 MINUTES

dci

Your Hosts



JULIE CURTIN President Economic Development Practice



DARIEL CURREN Executive Vice President



REBECCA GEHMAN Managing Director Talent Attraction

59 500+ represented YEARS **SPECIALIZING**

IN

ECONOMIC

DEVELOPMENT

TOURISM

MARKETING

cities states regions countries

places

4 OFFICES NEW YORK LOS ANGELES 🏸 DENVER - TORONTO

MARKETERS WITH A PASSION FOR **PLACES**

6



Root It in Research

DCI National Research



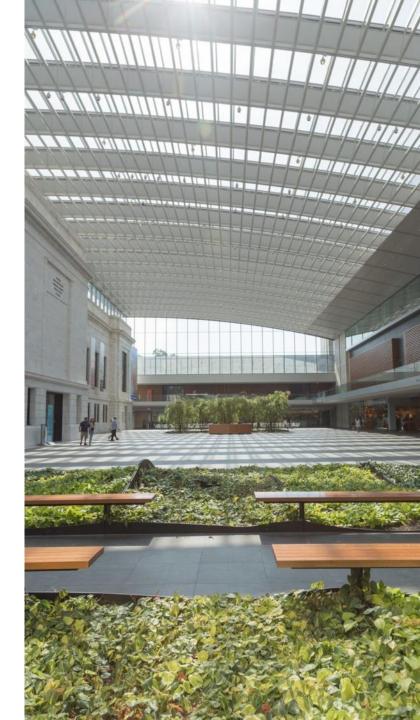
What words and/or phrases come to mind when you think of Cleveland, Ohio?

RESSED MIDWEST U.S. 7 MUSIC . SPORTS P LAKE ERIE AFFORDABLE BORING



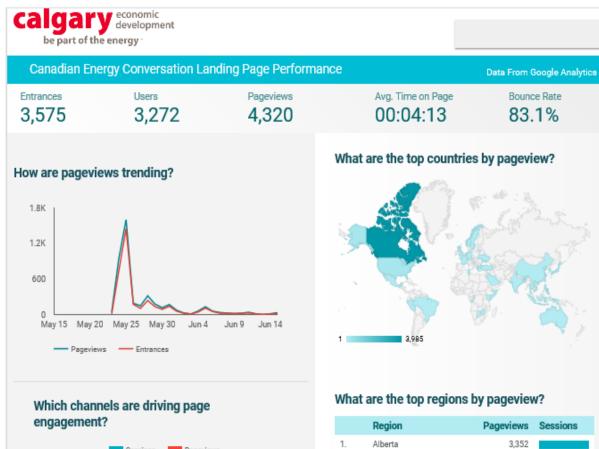
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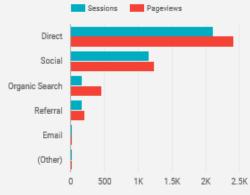






Build a Powerful Metrics Dashboard





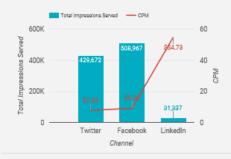


	Region	Pageviews	Sessions
1.	Alberta	3,352	
2.	British Columbia	285	1 - C
3.	Ontario	231	1.00
4.	Virginia	95	1
5.	Quebec	44	1
б.	New York	44	1
7.	Saskatchewan	33	1
8.	Texas	25	$\mathbf{I}_{i} = \{i,j\}$
9.	(not set)	22	1
10.	California	19	1
11.	Oregon	14	1

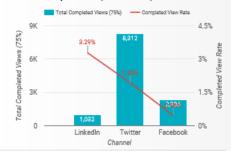
calgary economic development be part of the energy

Canadian Energy Conversation Paid Media Performance Data From Paid Me				
Total Impressions Served 969,976	Total Video Engagements 395,376	Total Completed Views (75%)	Total Engagements 7,443	
^{срм} \$10.10	Cost Per Video Engagement	Completed View Rate	Engagement Rate	

Which channel is driving most efficient reach?



What channel is driving the most effective video completions (75% views)?



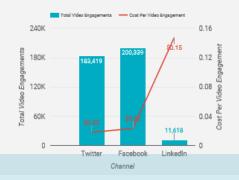
Media Efficiency:

Media efficiency metrics are aimed at answering the question:

"Is the paid media campaign delivering good value for the dollars spent?"

Media efficiency KPIs measure against the campaign objectives including buy type (cpc, cpm, cpa), and specific ad objectives (engagements, conversions, video views).

Which channel is driving most efficient video engagements (2-3 second views)?

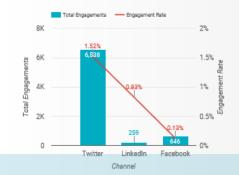


Audience Response:

Audience response metrics are aimed at measuring desired behavioural outcomes driven by media.

These include actions above and beyond the buy level ad objectives such as post click site metrics and conversions driven by media, social engagements including shares, comments and reactions (when not the primary objective) and completed video views.

Which channel is driving most effective social engagement?





In the Wake of Disaster, Opportunity

The Grateful Table Supports Wineries After Wildfires California Wine Country Open for Business

500-foot long table

\$150K raised 500+ attendees

80+ media stories

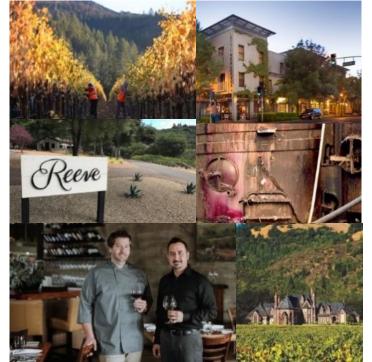
San Francisco Chronicle

Bay Area chefs gather for an early Thanksgiving in the Wine Country vineyards





Northern California's wine country needs you to visit



FOOD&WINE

Tyler Florence Joins Napa and Sonoma Winemakers to Give Thanks After Trying Year



Kathie Lee & Hoda





Market the Career Path, Not Just the Jobs



than those in non-manufacturing industries.

18%

ke Home Extra \$

Cleveland County's average manufacturing salary to home cost ratio is 44% lower than that in Charlotte, which means more money in your pocket to spend on the things—and people you love.

Make It Personal



Trading in Retail for a Career in Manufacturing

When Emily Bolton graduated from high school, she realized pretty quickly that working in retail wasn't going to pay the bills or be fulfilling long-term. The answer to this realization, as it turned out, was a career in manufacturing, which, not only pays well, but also gives her the resources to learn on the job and the flexible hours to continue her education.

Emily started with part-time work through a temp agency and within a couple of months was hired fulltime at Greenheck, a leading manufacturer of air movement, control and conditioning equipment with Cleveland County operations in Kings Mountain and Shelby. Today, she works first shift as an assembly worker and takes classes in the evenings toward her Associate's Degree in Business Administration at Cleveland Community College.

As a young woman with no prior experience in manufacturing, Emily had a lot to learn in her first several weeks of work. "I had zero experience with power tools," she said. "The first two weeks was all hands-on training—learning proper safety and technique. It was intimidating at first, but now I know what I'm doing and I really like it."

Emily was a fast learner and is now an integral part of the assembly team. Despite the eight-hour days, she has still been able to balance time for school. "[Greenheck] is really on board with me continuing my education," she said. "They really encourage us in general to continue to learn."

Born and raised in Shelby, North Carolina, Emily enjoys Cleveland County's small-town character, coupled with its proximity to major metros like Charlotte. "I love the environment," she said. "It's small-town without feeling too small. You run into people you know around town, but you don't have to travel far to get to places like Charlotte, Spartanburg and Asheville. Any direction you go, you'll find things to do."

Reach Local High School Students



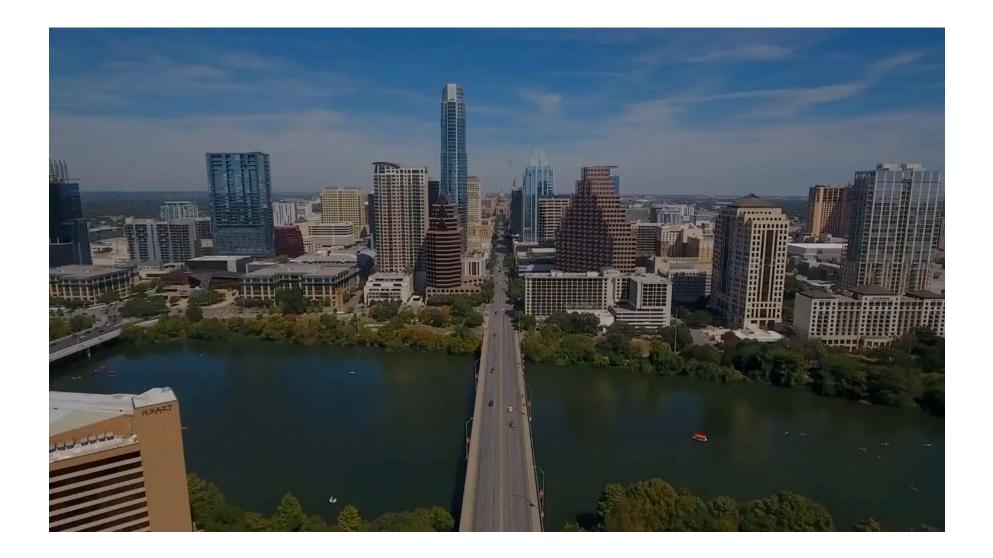


Elevate Your Video Game





Introducing Lumen5 — A Cool Video Tool





Attract Industry Events











Partner with your DMO



Make Vermont Your Home

2019 STAY TO STAY WEEKENDS

Ever wonder what it would be like to live in Vermont? We can help. Stay to Stay Weekends are exploratory vacations to learn about moving here. Connect with employers, realtors, community leaders, entrepreneurs, and potential neighbors all while enjoying a weekend away in the Green Mountains. Come sample Vermont to stay here full time.

The Washington Post

Wonkblog

Vermont's creative approach to its labor shortage: Hire the tourists

By Danielle Paquette April 20 💟 Email the author









Vermonters Wanted: How Vermont Is Turning Tourists Into Residents

Want to live in Vermont? The state's new "Stay to Stay" program sets weekend visitors up with home tours, job interviews and networking events to help them make the move.

By Winona Dimeo-Ediger on May 15, 2018 08:00 AM

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NUMBER OF RESULTING INQUIRIES: 2,500+



Publicity Value: \$4,847,667+



Number of Articles: 959+



Total Impressions: 1,716,322,486+



ThinkVermont Newsletter Signups: 10,369 (2,720% increase)



Stay-to-Stay Newsletter Signups:

1,500 (679% increase)



Track Conversions Not Just Visits

Total Unique Conversions

InvestinHolland.com Worldwide

January 1 – October 31



*Comparing the 9,028 Total Conversions in 2018 to Total Conversions in 2017, there was a 32.1% increase year over year





Get to Know Your Google Tools



YOURWEBSITE.COM/SITEMAP.XML

(Hey Google, Here is Everything You Need to Know)



Give Incentives to Talent

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Vermont will pay some new residents \$10,000 if they work remotely — here's how to do it

Leanna Garfield Jun. 1, 2018, 1:32 PM

LEADERSHIP

Tulsa, Oklahoma, will pay you \$10,000 to move there and work from home

Ruth Umoh | @ruthumohnews | 2:40 PM ET Tue, 13 Nov 2018



Hire a Talent Concierge

To Catch a Coder

Software Engineer Positions in [Community Name]
Liz Smith
To whom it may concern,
My name is Liz Smith – I'm a freelance software engineer located in New York City. I'm currently looking to relocate for a full-time employment opportunity outside of New York City. I'w heard about [community] name from a few friends that are from the state and said your [city/region] might be a good low-cost place to live.
Could you help me find a list of local employers that might be hiring software engineer/developer positions now or in the near future? I'd like to reach out to them with my resume. Also, any information you have on housing, cost of living and outdoor recreation – I'm an avid cyclist - will be super helpful.

Looking forward to your response, Liz

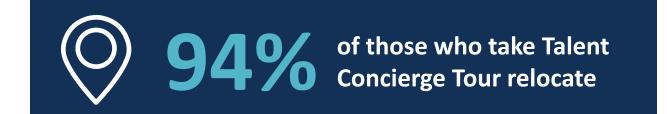


public void Start(AModul Owner)
m_Parent = Owner;
jade.wrapper.AgentControlle and null;
try
//get emulator class
//package.class -> package.fmu class
String parentclass = Owner getClass().getName();
<pre>int dot = parentclass indexOf('.');</pre>
String classname = "E
if (dot>0)
classhame = parentu ass.substring(0.dot+1) + classname;
classname += parentolåss.substring(def);
//create arguments .
Object[] args = new Object[2];
args[0] = Owner.getLocalName();
args[1] = Owner.getAID();
<pre>string name = "Emu " + Owner.getLocalName();</pre>
/start ent at a second
a = Owner getContainerControllet (). createNewAgent fname, clas
a.start();
Owner.AIDEmulator = Owner.GetAgentByName (name);
catch (Exception ex)

8 (27%) Followed-up by Email | 4 (13%) Answered the Questions | 0 Followed Up by Phone







400 CANDIDATES THROUGH TALENT HUB 50 MATCHED THROUGH "WINGMAN" PROGRAM



Move to the lowa City or Cedar Rapids, IA area and see how we can help you try to find a new job!

00045

2 Comments 13 Shares 25K Views

"I'm going to find you an awesome new job so you can live here too"



Connect with Cool Partners

THIS BEER GIVES BACK

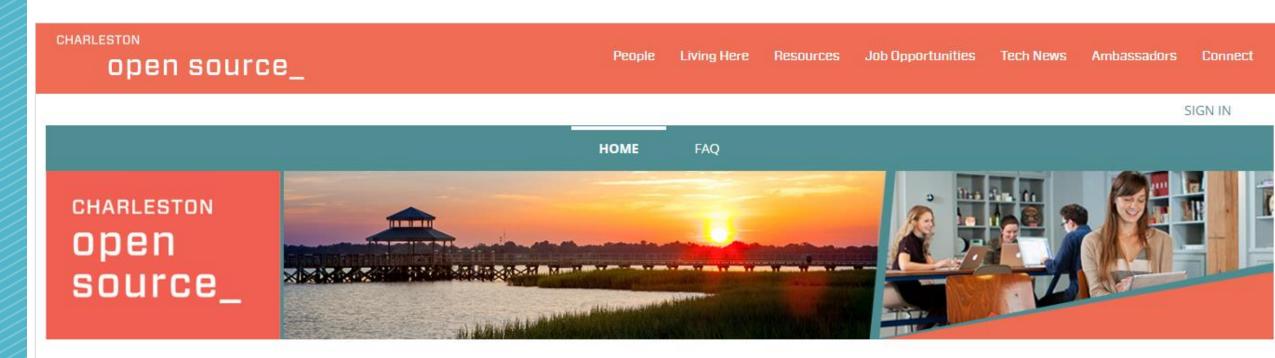
A TASTY PARTNERSHIP BETWEEN BALLAST POINT AND SAN DIEGO REGIONAL EDC







Make Residents Your Best Ambassadors



SHARE ALL THAT'S AMAZING ABOUT WORKING IN TECH IN CHARLESTON





Patrick Alessi @pwalessi

Follow)

.@CityCharleston named a "Best Place to Start a Career" by @wallethub – using 27 metrics ranging from the availability of entrylevel jobs to monthly average starting salary to workforce diversity. #chstech #techjobs sot.ag/7Dc35

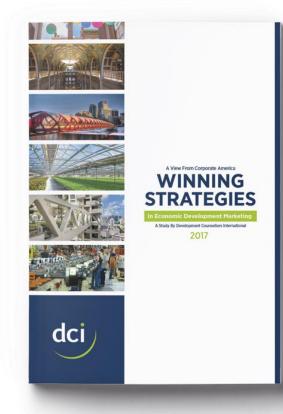
11:28 AM - 30 May 2018

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Focus on the Business Traveler

What Influences Executive Location Perceptions?







155

Extend Your Brand Beyond a Logo







Red Hot Business Community.

Located midway between Houston and New Orleans, South Louisiana is a nine-parish region that is red hot for business—just ask TABASCO ™, Bell Helicopter and CGI Group.

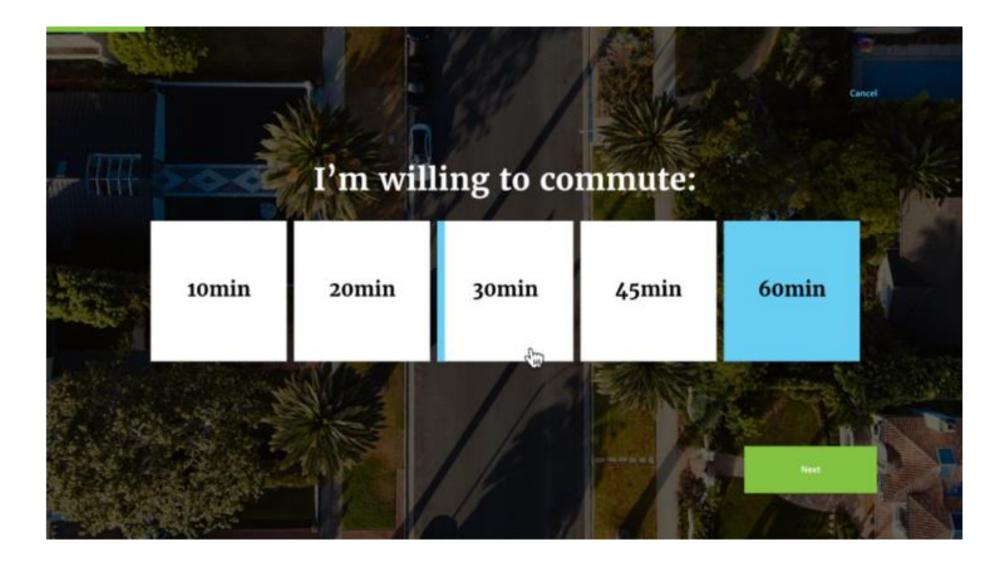
SouthLouisiana.com







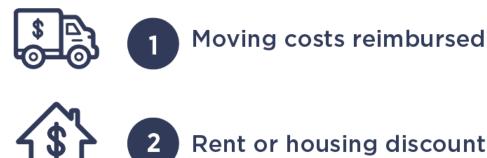
Tap Into Talent Tools





Be the First Community to Give Talent What They Really Want

Most Helpful Incentives Communities Can Offer



Rent or housing discount or subsidy







4

Free training/tuition reimbursement for an upgraded career



Student debt assistance/repayment



Communicate via the Streaming Revolution



ASSTERED

REMASSIER

prime

3. The Story of Lodge Cast Iron - The Iconic Southern Cookware

It's taken five generations of Joseph Lodge's family to help usher cast iron cookware into an era of culinary couture. Follow along as the company transfers leadership from CEO Bob Kellerman...

Watch with Prime

4. The Story of Barrett Firearms - Like Father, Like Son

Only four people have ever designed a weapon adopted by the US military-- John Browning, Gene Stoner, John Garand, and Ronnie Barrett. Relive the story about how a photographer with...

Watch with Prime

5. The Story of Mark Michaels - Minting Gold at United Record Pressing

The market for vinyl music continues its rebirth from technological cast-off to old-is-better, vintage icon. Go behind-the-scenes with CEO Mark Michaels as he walks us through the vinyl...

Watch with Prime

REMASTERED: THE SERIES

\$1.6 MILLION EARNED MEDIA VALUE

100,000+ 100,000+ TV HOUSEHOLDS PER EPISODE

2 MILLION+ ONLINE VIDEO VIEWS

85,000+ SOCIAL IMPRESSIONS FROM INFLUENCERS AND PARTNERS



Personalize a Digital Advertising Campaign for Individual Companies



REGION



Design a Smart Website

Introducing "Web-To-Leads"



Web-to-Leads tracking code is added to your website

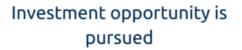


Company X browses key pages to research your community



DCI reviews website behavior and identifies "gold behavior"







DCI qualifies the lead and arranges a meeting





DCI contacts company to inquire about a project

Newsroom

PRESS RELEASE AUGUST 24, 2017

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Apple's next US data center will be built in lowa

Facility Outside Des Moines Will Run on 100 Percent Renewable Energy



Des Moines, Iowa — Apple today announced plans to build a 400,000square-foot, state-of-the-art data center in Waukee, Iowa, to better serve North American users of iMessage, Siri, the App Store and other Apple services. Like all Apple data centers, the new facility will run entirely on renewable energy from day one.



Create a Site Consultant Advisory Board





 $G I N O V U S_{\bullet}$







Stand Out at a Trade Show



#1 – First Designated UAS Test Site - April 22, 2014

- #1 First UAS-Focused Business Park - October 15, 2015
- #1 Best-Run State - Wall Street 24/7 (4th consecutive year)

NDUAS.COM





- #1 First Designated UAS Test Site - April 22, 2014
- #1 First UAS-Focused Business Park - October 15, 2015
- #1 Best-Run State - Wall Street 24/7 (4th consecutive



NDUAS.COM





NDUAS.COM

Booth #1051

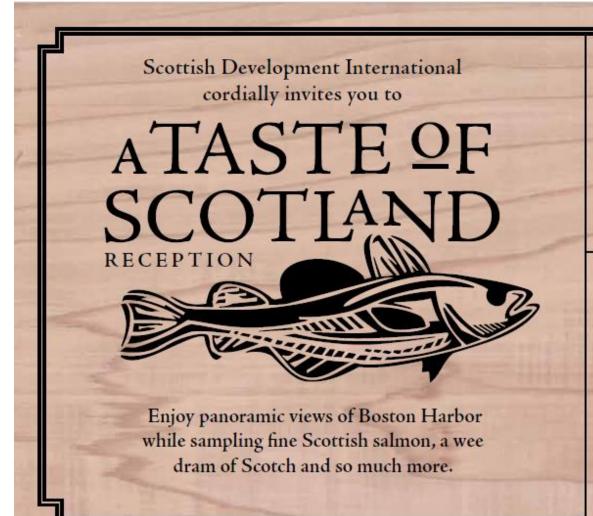


Takeover Talent Hubs

IT'S TIME WE GET BACK TOGETHER.



Go Untraditional with Collateral



Date and Time: Monday, March 12, 2012 + 6:00 to 8:00 p.m. Reception location: John Joseph Moakley United States Courthouse One Courthouse Way + Boston, MA 02210 Please RSVP to Jim Dolan of SDI at jim.dolan@scotent.co.uk + 617-692-7369

SCOTTISH DEVELOPMENT INTERNATIONAL

28 State Street Suite 2300 Boston, MA 02109-1775 PRESORTED FIRST CLASS MAIL US POSTAGE PAID SALT LAKE CITY, UTAH PERMIT 0000

Pen Pentheny Seafood Category Manager The Stop & Shop Supermarket Company LLC 136 South Main Street Assonet MA 02702





Embrace Stunts (sparingly)



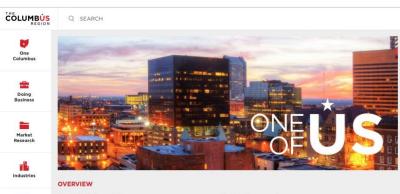
This Is low: Real Estate Stunt in NYC These New Yorkers can't share believe the deals they just got on real estate





Engage the Home Team

ONE IS



Individually we are successful. Together we are unstoppable. Moving Here

The Columbus Region is filled with organizations that are one-of-a-kind. We are more than the sum of our parts because of a shared mission to keep the Columbus Region smart, vibrant and growing. That's why so many excel as One of US. Will you be next?

0

-

News & Events



US The Columbus Region @CBUSRegion 1 day ago Creating a smooth and simple online checkout, @Klama is #OneofUS https://t.co/r9Fy4rgVTP https://t.co/fnx6mP77ut

Recent Tweets

Join US

companies are?

Become One of US

HOW WE CAN HELP



US The Columbus Region @CBUSRegion 8 days ago Smoking the city's best barbeque, serving others, and creating happiness, @CityBarbeque is #OneofUS... https://t.co/cgnmAvNb75

Clear Filters Filter by Industry: 🛩



Using innovation to improve the way the world works and lives

Powering the lives of 1.5 million people across Ohio

Building customer loyalty through a deliberately different, data-driven approach to branded credit programs



() Huntington

Banking on the people of the Midwest since 1866.

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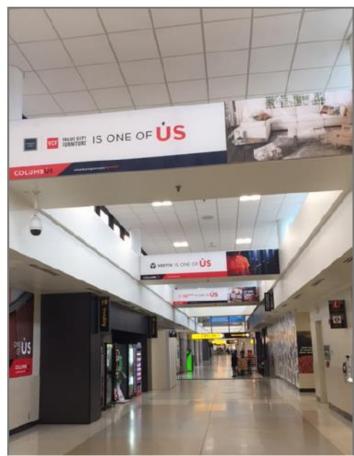
OFUS

Media Sponsor: DMG



Even the best are better together. columbusregion.com/OneofUS







Help Don't Hype





Hey, Mama! Let's get pumped! Zappos and Mamava are helping on-the-go moms reach

@zappos #gomama

their breastfeeding goals with the comfort, convenience,

大学



81% new moms in America start out breastfeeding

by 6 months exclusive breastfeeding drops to

3300

mothers and babies 22%

\$18.5B

annually in healthcare costs

If 90% US mothers exclusively breastfed for 6 months

The US would save



Create Pop Up Experiences

Is the Immersive Experience the Next Retail Trend?

Zeppelin Station brings Iceland to Denver with Made in a City concept

BY REBECCA TREON

Published: 2019.03.22 02:32 PM



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Use Micro-Influencers



Steve Presley • 2nd Chairman and CEO at Nestlé USA | Transforming Our Business through Self-Dis... 2d

I was pumped to answer a few questions about my career, lessons I've learned over the years, and my vision for Nestlé in our latest "Ask Me Anything" video series. Check it out if you're looking for insight on my goals as CEO, the type of person I believe succeeds at Nestlé, and my passion for driving a culture where our employees can thrive.





...

Luke Marklin • 2nd CEO at Bellhops - Hiring Rockstars! 4mo

It's official! We are excited to announce the opening of our second office in Atlanta's Atlantic Station. That means there's room for top-notch people to join the **Bellhops** team! Let's get moving!



Why We Chose Atlanta for Our Second Office

medium.com

🛇 🗑 🛇 279 • 43 Comments

🖒 Like 🖃 Comment 🏟 Share

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Arm Those on the Front Lines of Talent Attraction







BETTER

REAL LIFE MADE



INEXPECTED UPGRADES

geelak home to Northeast Indiana – where there's a new exercited and the second second

Mranevolution or call it a metamorphosis, because this may where same hometown you remember.

the gran up - from plans to revitalize Fort Wayne's historic grans downtown into a thriving cultural hub for living, grass entertainment and more, to our riverfront's multinor-diar facelift.

at as jouheard that we're among the "Most Popular Cities I'Mena Buyers" as well as one of the "Top 15 Cities to beto Before it Gets too Crowded?" The secret's out, so ditch or theto apartment, come home and enjoy the upgrades thete Indiana has to offer.

Ideas and innovation take root here, so whether you're an entrepreneur trying to find your footing, or looking at one of the 6,000 plus jobs available in varied highpaying industries, now is the time to make your move to the new Northeast Indiana. no might be ana, and at the same ants who are making

n brand?

r Own to attract

t by sharing it d materials and

ble?

and more will be shared an immediately use the

ges in this Pocket Guide

from the website

website for recruitment

social media

rces, lelements, visit NEI.com



OPEN MIC TIME!

Marketing Ideas That Have Inspired YOU



Thank You!

Visit us at DCI Booth #526 for more marketing inspiration OR Visit us at www.aboutdci.com